

Pruksa Real Estate

PS TB / PS.BK

Market Cap US\$1,049m THB32,257m

Avg Daily Turnover US\$2.97m
THB92.68m

Free Float 22.5%
2,209 m shares

Current THB14.60
Target THB17.61
Previous Target THB17.83
Up/downside 20.6%

14.60 SH 17.61

SHORT TERM (3 MTH) LONG TERM

TRADING BUY OUTPERFORM

TRADING SELL NEUTRAL

UNDERPERFORM

4QFY11 RESULTS NOTE



A soft landing at rock bottom

Despite being hit hard by the floods, PS's results for both 4Q11 and FY11 were better than expected thanks to condo transfers, sustainable high gross margins and lower normalised SG&A. We see a promising FY12 recovery and continued growth in FY13.

FY11 net profit was slightly better than expected at 103% of our estimate. We trim both our FY13 EPS and target price, still based on 8x CY13 P/E (1 STDV below historical benchmark). Catalysts include a faster-than-expected presales/sales recovery. Maintain Outperform.

Not as bad as feared >

4Q11 net profit was THB361m, 30% above our estimate. Key variances were a bigger gross margin (actual 35% vs. CIMB's forecast of 34%) and lower SG&A (excluding prevention expenses of THB100m). PS's 4Q11 net profit was helped by: (1) condo transfers (mainly The Seed Memories Siam) at a new quarterly record high of THB1.6bn (+76% yoy), and (2) high gross margin and lower marketing expense on limited new launches. The better-than-expected FY11 EPS was helped by a higher gross margin of 36.7% (vs. CIMB's 35.5%) following a 5% average unit price hike or THB1.9m for the total portfolio.

Reasonable recovery seen >

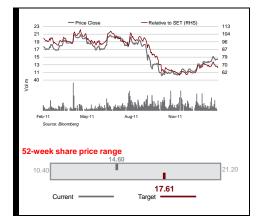
Management stayed realistic with its FY12 presale target of THB29bn (+15% yoy) and sales revenue of THB26bn (+12% yoy), same as our estimates. Given FY12's quality backlog of THB19.5bn, our sales estimate is 75% secured. Revenue mix will be TH 53%, SDH 32%, condo 12% and overseas 3%. We expect 1H12 to form 40% of the presales and sales recovery momentum and 2H12 60%. In 4Q12, particularly, momentum is seen to peak driven by the transfer of 2 condos. FY12-13 EPS growth is seen at 27-35% after a 19% fall in FY11.

Stay disciplined >

Even if PS gets the consent of bondholders for a higher debt covenant of 2.0x vs. the current 1.5x, it will keep its gearing at 1-1.25x. With slower overseas expansion and prudent new launches, we see the target range as realistic.

Results Compa	rison									
FYE Dec (THB m)	4QFY11	4QFY10	yoy %	3QFY11	qoq %	4QFY11	4QFY10	yoy %	Prev.	
			chg		chg	Cum	Cum	chg	FY11F	Comments
Revenue	4,659	6,974	(33.2)	6,458	(27.9)	23,263	23,307	(0.2)	23,050	FY11 broadly in line
Operating costs	(4,014)	(5,551)	(27.7)	(5,341)	(24.8)	(19,039)	(18,557)	2.6	(19,217)	Broadly in line
EBITDA	644	1,423	(54.7)	1,117	(42.3)	4,224	4,750	(11.1)	3,833	Higher than expected; higher GPM, higher depn
EBITDA margin (%)	13.8	20.4	(32.2)	17.3	(20.1)	18.2	20.4	(10.9)	16.6	Better than expected
Depn & amort.	-	(66.6)	(100.0)	(98.1)	(100.0)	(339)	(246)	37.8	(214)	Higher than expected
EBIT	644	1,356	(52.5)	1,019	(36.8)	3,884	4,503	(13.7)	3,619	Higher than expecetd, higher GPM
Interest expense	(57.3)	(28.9)	98.5	(35.1)	63.0	(137.4)	(67.1)	104.9	(121)	Higher than expected
Interest & invt inc	41.6	29.1	42.6	35.2	18.0	159	99.8	59.6	137	
Pretax profit	636	1,356	(53.1)	1,019	(37.6)	3,906	4,536	(13.9)	3,635	7.5% above CIMB's est
Tax	(275)	(298)	(7.6)	(258)	6.6	(1,071)	(1,048)	2.2	(892)	Higher than expected; reinstate of 30% tax rate from 25%;
Tax rate (%)	43.2	21.9	97.0	25.3	70.8	27.4	23.1	18.7	24.5	corporate tax incentive expiration
Net profit	361	1,059	(65.9)	761	(52.5)	2,835	3,488	(18.7)	2,744	FY11 3.3% above CIMB's est; 4Q11 30% above CIMB's est
EPS (THB)	0.16	0.48	(65.9)	0.34	(52.5)	1.28	1.57	(18.7)	1.24	FY11 3.3% above CIMB's est
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Financial Summary					
•	Dec-10A	Dec-11A	Dec-12F	Dec-13F	Dec-14F
Revenue (THBm)	23,307	23,263	26,000	30,680	35,282
Operating EBITDA (THBm)	4,749	4,098	5,056	6,228	7,138
Net Profit (THBm)	3,488	2,835	3,846	4,890	5,643
Core EPS (THB)	1.58	1.28	1.73	2.20	2.54
Core EPS Growth	(4.0%)	(19.0%)	35.2%	27.1%	15.4%
FD Core P/E (x)	9.22	11.38	8.42	6.63	5.75
DPS (THB)	0.55	0.38	0.52	0.66	0.76
Dividend Yield	3.77%	2.63%	3.56%	4.52%	5.22%
EV/EBITDA (x)	8.82	12.15	10.13	7.87	6.82
P/FCFE (x)	NA	26.98	11.38	21.41	63.40
Net Gearing	63%	103%	94%	70%	58%
P/BV (x)	2.11	1.91	1.62	1.37	1.16
Recurring ROE	24.7%	17.6%	20.8%	22.4%	21.9%
% Change In Core EPS Estimates			0.50%	(1.27%)	
CIMB/consensus EPS (x)			1.19	1.08	1.09

SOURCE: CIMB, COMPANY REPORTS

				New		Old	% (change
Profit & loss FYE Dec, THB m	2011	2012F	2013F	2014F	2012F	2013F	2012F	2013F
Revenue	23,263	26,000	30,680	35,282	26,000	31,200	0.0%	-1.7%
Cost of sales and service	(14,724)	(16,900)	(19,635)	(22,580)	(16,900)	(19,968)	0.0%	-1.7%
Gross profit	8,538	9,100	11,045	12,702	9,100	11,232	0.0%	-1.7%
Business tax and transfer	-	(1,118)	(1,319)	(1,517)	(1,118)	(1,342)	0.0%	-1.7%
SG&A/others	(4,654)	(3,250)	(3,835)	(4,410)	(3,250)	(3,900)	0.0%	-1.7%
EBIT	4,044	4,899	6,066	6,959	4,876	6,141	0.5%	-1.2%
Interest expense	(137)	(180)	(210)	(200)	(180)	(210)	0.0%	0.0%
Earnings before taxes	3,906	4,719	5,856	6,759	4,696	5,931	0.5%	-1.3%
Taxes	(1,071)	(873)	(966)	(1,115)	(869)	(979)	0.5%	-1.3%
Net profit	2,835	3,846	4,890	5,643	3,827	4,953	0.5%	-1.3%
EPS (THB)	1.28	1.73	2.20	2.54	1.72	2.23	0.5%	-1.3%
Sale growth %	(0.2)	11.8	18.0	15.0	12.8	20.0	-7.8%	-10.0%
Gross margin %	36.7	35.0	36.0	36.0	35.0	36.0	0.0%	0.0%
SG&A to operating income ratio %	20.0	12.5	12.5	12.5	12.5	12.5	0.0%	0.0%
Effective tax rate %	24.5	18.5	16.5	16.5	18.5	16.5	0.0%	0.0%
Gearing ratio (x)	1.19	1.13	0.88	0.71	1.07	0.84	5.6%	4.8%



														- 005	Dividend	Vi-I-I
Disambara		Price	Tgt Px	Mkt Cap	Core F	P/E (x)	3-yr	RNAV		Gearing(%)	P/BV	/ (x)		_	Dividend (%)	
Ticker	Recom.	(local curr)	(local curr)	(US\$ m)	CY2011	CY2012	CAGR (%)	CY2012	to RNAV (%)	CY2011	CY2011	CY2012	CY2011	CY2012	CY2011	CY2012
BS SP	Outperform	4.50	4.80	931	7.5	5.1	22.3%	9.60	-53%	37.8%	1.09	0.93	15.1%	19.5%	2.5%	3.6%
CAPL SP	Outperform	2.99	3.34	10,138	35.7	37.5	17.5%	4.45	-33%	24.3%	0.86	0.85	2.5%	2.2%	1.4%	1.3%
CMA SP	Underperform	1.64	1.35	5,090	38.9	27.1	3.0%	1.80	-9%	3.8%	1.02	1.00	2.7%	3.7%	1.8%	1.8%
CIT SP	Underperform	11.13		8,085	17.9	18.5	9.0%			30.5%	1.51	1.42	8.9%	7.9%	1.5%	1.1%
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SMRA IJ	Neutral	1,300	1,410.0	992				1,819								0.7%
					25.2	18.9	35.6%		-44%	Net Cash	2.57	2.30	10.7%	12.8%	0.8%	1.1%
EASTMK	Trading Buy	1.69	1.71	634	28.2	16.9	60.3%	2.86	-41%	47.8%	1.52	1.52	5.8%	9.3%	1.6%	2.4%
KLCC MK	Underperform	3.28	3.03	1,014	11.0	9.9	10.1%	5.05	-35%	15.8%	0.67	0.49	5.4%	5.7%	3.4%	3.4%
																3.5%
SPSB MK	Trading Buy					18.0						1.98				3.1%
																1.0%
UOAD MK	Trading Buy	1.45	1.84	574				2.78								5.2%
					19.2	15.7	30.4%		-23%	9.9%	1.54	1.35	8.6%	9.2%	1.9%	2.4%
AMATA TB	Outperform	16.80	25.44	583	22.3	14.8	27.8%	21.77	-23%	73.9%	3.02	2.69	13.8%	19.0%	1.6%	2.4%
AP TB	Outperform	5.55	6.90	509		6.4	8.6%	7.00	-21%	84.8%	1.37	1.20	19.5%	19.9%	5.1%	6.2%
	Outperform					14.1										3.8%
																4.7%
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					14.0	10.7	14.970		-1170	70.2%	1.99	1.79	14.470	17.5%	4.170	4.9%
					12.7	10.9	19.0%		-41%	36.0%	1.24	1.13	10.3%	10.8%	2.5%	2.8%
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 Score Range
 90 – 100
 80 – 89
 70 – 79
 Below 70 or No Survey Result

 Description
 Excellent
 Very Good
 Good
 N/A

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Recommendation Framework #1 *

Stock

OUTPERFORM: The stock's total return is expected to exceed a relevant benchmark's total return by 5% or more over the next 12 months.

NEUTRAL: The stock's total return is expected to be within +/-5% of a relevant benchmark's total return.

UNDERPERFORM: The stock's total return is expected to be below a relevant benchmark's total return by 5% or more over the next 12 months.

TRADING BUY: The stock's total return is expected to exceed a relevant benchmark's total return by 5% or more over the next 3 months.

TRADING SELL: The stock's total return is expected to be below a relevant benchmark's total return by 5% or more over the next 3 months.

Sector

OVERWEIGHT: The industry, as defined by the analyst's coverage universe, is expected to outperform the relevant primary market index over the next 12 months.

NEUTRAL: The industry, as defined by the analyst's coverage universe, is expected to perform in line with the relevant primary market index over the next 12 months.

UNDERWEIGHT: The industry, as defined by the analyst's coverage universe, is expected to underperform the relevant primary market index over the next 12 months.

TRADING BUY: The industry, as defined by the analyst's coverage universe, is expected to outperform the relevant primary market index over the next 3 months.

TRADING SELL: The industry, as defined by the analyst's coverage universe, is expected to underperform the relevant primary market index over the next 3 months.

CIMB Research Pte Ltd (Co. Reg. No. 198701620M)

^{*} This framework only applies to stocks listed on the Singapore Stock Exchange, Bursa Malaysia, Stock Exchange of Thailand and Jakarta Stock Exchange. Occasionally, it is permitted for the total expected returns to be temporarily outside the prescribed ranges due to extreme market volatility or other justifiable company or industry-specific reasons.



Recommendation Framework #2 **

Stock

OUTPERFORM: Expected positive total returns of 15% or more over the next 12 months

NEUTRAL: Expected total returns of between -15% and +15% over the next 12 months.

UNDERPERFORM: Expected negative total returns of 15% or more over the next 12 months.

TRADING BUY: Expected positive total returns of 15% or more over the next 3 months.

TRADING SELL: Expected negative total returns of 15% or more over the next 3 months.

Sector

OVERWEIGHT: The industry, as defined by the analyst's coverage universe, has a high number of stocks that are expected to have total returns of +15% or better over the next 12 months.

NEUTRAL: The industry, as defined by the analyst's coverage universe, has either (i) an equal number of stocks that are expected to have total returns of +15% (or better) or -15% (or worse), or (ii) stocks that are predominantly expected to have total returns that will range from +15% to -15%; both over the next 12 months.

UNDERWEIGHT: The industry, as defined by the analyst's coverage universe, has a high number of stocks that are expected to have total returns of -15% or worse over the next 12 months.

TRADING BUY: The industry, as defined by the analyst's coverage universe, has a high number of stocks that are expected to have total returns of +15% or better over the next 3 months.

TRADING SELL: The industry, as defined by the analyst's coverage universe, has a high number of stocks that are expected to have total returns of -15% or worse over the next 3 months.

Corporate Governance Report of Thai Listed Companies (CGR). CG Rating by the Thai Institute of Directors Association (IOD) in 2011.

ADVANC - Excellent, AMATA - Very Good, AOT - Excellent, AP - Very Good, BANPU - Excellent , BAY - Excellent , BBL - Excellent, BCP - Excellent, BEC - Very Good, BECL - Very Good, BGH - not available, BH - Very Good, BIGC - Very Good, BTS - Very Good, CCET - Good, CK - Very Good, CPALL - Very Good, CPF - Very Good, CPN - Excellent, DELTA - Very Good, DTAC - Very Good, GLOBAL - not available, GLOW - Very Good, HANA - Very Good, HEMRAJ - Excellent, HMPRO - Very Good, ITD - Good, IVL - Very Good, KBANK - Excellent, KTB - Excellent, LH - Very Good, LPN - Excellent, MAJOR - Very Good, MCOT - Excellent, MINT - Very Good, PS - Excellent, PSL - Excellent, PTT - Excellent, PTTGC - not available, PTTEP - Excellent, QH - Excellent, RATCH - Excellent, ROBINS - Excellent, SCB - Excellent, SCC - Excellent, SCC - Very Good, SIRI - Very Good, SPALI - Very Good, STA - Very Good, STEC - Very Good, TCAP - Very Good, THAI - Very Good, TISCO - Excellent, TMB - Excellent, TOP - Excellent, TRUE - Very Good, TUF - Very Good:

^{**} This framework only applies to stocks listed on the Hong Kong Stock Exchange and China listings on the Singapore Stock Exchange. Occasionally, it is permitted for the total expected returns to be temporarily outside the prescribed ranges due to extreme market volatility or other justifiable company or industry-specific reasons.